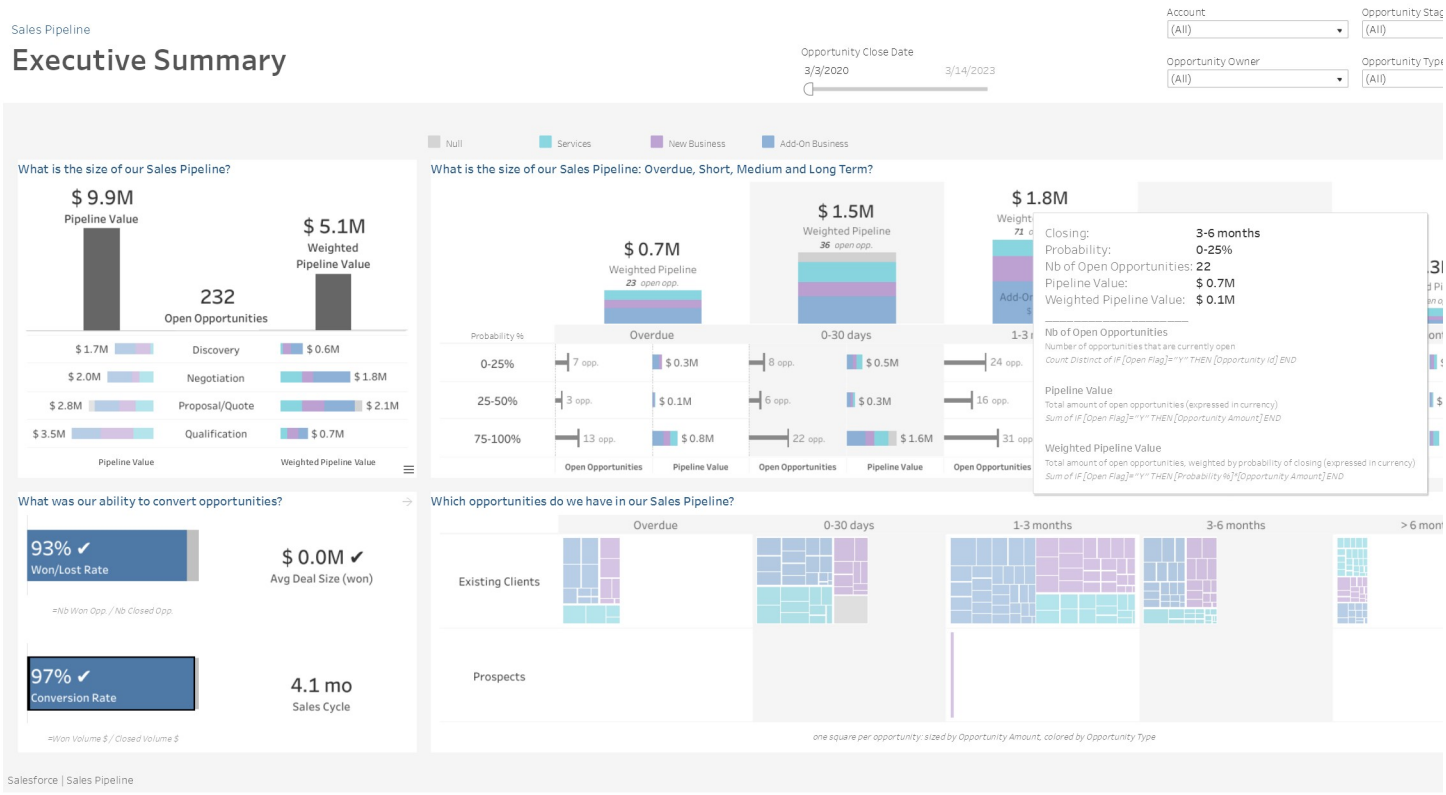
Sales Pipeline
Executive Summary
Opportunity Close Date
3/3/2020
3/14/2023
Account
(All)
Opportunity Owner
(All)
Null
Services
New Business
Add-On Business
What is the size of our Sales Pipeline?
$ 9.9M
Pipeline Value
232
Open Opportunities
$ 5.1M
Weighted Pipeline Value
Discovery
Negotiation
Proposal/Quote
Qualification
What is the size of our Sales Pipeline: Overdue, Short, Medium and Long Term?
$ 0.7M
Weighted Pipeline
$ 1.5M
Weighted Pipeline
$ 1.8M
Closing: 3-6 months
Probability: 0-25%
Nb of Open Opportunities: 22
Pipeline Value: $ 0.7M
Weighted Pipeline Value: $ 0.1M
Nb of Open Opportunities
Pipeline Value
Weighted Pipeline Value
Overdue
0-30 days
0-25%
25-50%
75-100%
What was our ability to convert opportunities?
93% ✔
Won/Lost Rate
$ 0.0M ✔
Avg Deal Size (won)
97% ✔
Conversion Rate
4.1 mo
Sales Cycle
Which opportunities do we have in our Sales Pipeline?
Overdue
0-30 days
1-3 months
3-6 months
Existing Clients
Prospects
one square per opportunity: sized by Opportunity Amount, colored by Opportunity Type
Salesforce | Sales Pipeline